

Doral Dec. B2Q1F pro # 501763

Please allocate & order promotional product as follows:

<u>Del Date</u>	<u>Cases</u>	<u>Account #</u>	<u>Account Name</u>
11/29/95	6 Dor LT 100 6 Dor FF 100 6 Dor FF KS 6 Dor LT KS	509977	H.F. D/B/A A. Winter
Total	24		

In addition, can you check that 90 sku's of POS Kits / Sleeves have already been ordered (#5223-1378) for the same delivery date. *(Yes) 5223-1378*

Judy, this should complete all changes needed for the balance of the year!

Thank you for your assistance in this matter.

If you have any questions, please feel free to contact me.

Warm regards.

Sincerely,

Bob Burrows

404 SHS404UO

SALES MATERIALS SYSTEM

09/26/95 13:48

(ORDERS) ORDER INQUIRY FOR: 5223-1378 COMMENTS AVAILABLE: FN
ORDER STATUS: FUTURE ENTRY DATE/TIME: 95/08/11 14:54
ORDER FROM: 12XXXX SHIP TO: 1636XX / 509977 (203)687-1404
H. FOURTINS D/B/A A-W
15 SOUTHD AVE
PEEKSKILL NY 10566

ORDER TOTAL	TOTAL QTY	AVAILABLE QTY	BO QTY	SHIPPED QTY
CASES....:	90	90		
WEIGHT...:	360.0000	360.0000		
SIZE.....:	117.8100	117.8100		
EST COST:	512.30	512.30		

ORDER BO BO (ITEMS 1 - 1 OF 1 SHOWN)
ITEM QTY QTY HELD DESCRIPTION DATE STATUS
492302 90 DOR Q4 B2G1F POS KIT W/CALENDAR OFF 950811 FUTURE

11/29/95

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
Help SpHdl Retrn Item- Item+ Comm <--- ---> Main

51862 1932

8/11/95

McLane's Doral December B2G1F for Sam's Clubs

SAMSDOR.XLS

SIS #	BRANCH	DLT 100	DFF100	DFFKS	DLTKS	DMLT100	DUL 100	DFFMKS	DFFBX	DLTBX	DULKS	DFFBX100	DLTBX100
	57XX TOTALS	241	223	197	167	62	44	14	38	38	16	38	38
	SUM TOTALS	0	0	0	0	0	0	0	0	0	0	0	0
665276	CUMBERLAND	5	5	5	5								
558715	HIGH PLAINS												
565919	MID ALANTIC	15	1	15	1	14		14					
576053	MIDWEST	25	21	25	25	4							
375878	NORTH EAST	28	28	28	28								
380508	NORTH WEST												
374931	PACIFIC								11	11		11	11
376430	SOUTH EAST	39	39	38	38	1	1						
380754	SOUTHERN	17	17	17	1						16		
565292	SOUTHER CAL								27	27		27	27
380058	SOUTH WEST	43	43			43	43						
380734	SUN EAST	69	69	69	69								
376062	SUN WEST												
377153	WESTERN												
	TOTALS	241	223	197	167	62	44	14	38	38	16	38	38

E66T 298IS

DORAL B2G1F #501763/ DECEMBER VAP

51862 1934

306
+ 38Posted
8/29/95

DATE ORDERED:					DORAL STYLES							
ACCT #	EFT NO.	PO #	ACCOUNT NAME	CALCULATIONS	B1G1F (6M) / #950 (12M) LT 100	B1G1F (6M) / #950 (12M) FF 100	B1G1F (6M) / #950 (12M) FF	B1G1F (6M) / #950 (12M) LIGHT	TOTAL ORDER \$ AMOUNT	ARRIVAL DATE	PACKING PAYMENT	#SKUS/ 3-PK SLEEVES (ITEM 492302) (40 PER SKU)
DIV #1622												#/RETAIL ACCTS; #/3-PK SLEEVES
278580	NO	REQUIRED	HERKIMER	14.60	15	15	15	15		12/4/95	\$812	219
		USE 'JUDY'		#950	7	7	7	7			PO#	225
B1G1F					15	15	15	15			#/VAP	219

~~PA 6/2/95~~

501763

72/72

Buffalo: Metro Area = Menthol LI & Menthol no
72 cases of each B161F

DIVISION #1626	Assign #4	Assign #5	72 ↓ TOTAL
BUFFALO TOBACCO	4	11	15
DEBISO SOLES	40	10	50
I. ROYERHILLO	7	0	7

51862 1935

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

08/09/95 09:37 AM

NEXT-FN :

SALES LEVEL: 16	BUFFALO REGIO	DORAL	DORAL	DORAL	DORAL	DORAL
PROMOTION :	501763	LIGHT	FF	FULL	LIGHT	MENTHOL
PERIOD :	510-00	100	100	FLAVOR	B1G1F	LT
		B1G1F	B1G1F	B1G1F		B1G1F

	ALLOCATION:	299	301	299	301	72
SALES LEVEL	AVAILABLE :					

1622 SYRACUSE DIVISION	15	15	15	15	
1623 ALBANY NY DIVISION	53	55	53	55	
1624 ROCHESTER DIVISION	95	95	95	95	
1626 BUFFALO DIVISION	91	91	91	91	72
1632 CLEVELAND DIVISION	45	45	45	45	

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retrn

RIGHT Main

51862 1936

DORAL B2G1F / DECEMBER VAP #501763									
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #6M B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
<u>A. ZECCA</u>									
1626	655364	BRU-CEL ✓	15	4 ✓	0	\$28	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A
1626	180000	ELMIRA DISTRIBUTING ✓	36	12 ✓	4	\$196	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A
1626	186350	F&T DISTRIBUTING ✓	32	12 ✓	4	\$196	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A
1626	085940	BUTTON BROS. (BREWSTER) ✓	61	20 ✓	4	\$252	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A
1626	088080	J. A. CALDERON ✓	63	20 ✓	4	\$252	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A
1626	317880	R L JONES & SONS ✓	25	8 ✓	4	\$168	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A

COMPLETED

FAX THIS FORM TO JUDY WHEN PROMOTION HAS BEEN SHIPPED TO RETAIL (PACKING PAYMENTS WILL THEN BE ISSUED)

TO: R. J. REYNOLDS TOBACCO COMPANY
DIVISION 1710
600 OLD POND DRIVE
SUITE 507
BRIDGEVILLE, PA 15017

FROM: ACCOUNT #: 655364
ACCOUNT NAME: Bru Cel
ADDRESS: 300 Race Street
CITY: Westfield
STATE: PA ZIP: 16950

INVOICE DATE: 12/15/95

FOR: VALUE ADDED PROGRAM

PROMOTIONS: DORAL B2G1F
MONTH OF : DECEMBER

TOTAL # DISPLAYS DELIVERED : 15

TOTAL NUMBER DISPLAYS: 15 X
8 # CARTONS PER DISPLAY =
120 # CARTONS (DIVIDED BY 60 CTNS.PER CASE)
2.0 # CASES X CHECK RATE AS APPLIES BELOW

☐ \$28.00 (PACKS WITH PREMIUMS) \$56.00

TOTAL AMOUNT DUE

\$56.00

DISTRIBUTORS SIGNATURE: _____

TITLE: _____

RJR REPRESENTATIVE: _____

*Should be
1/2 of BSGSF
12M
is live*

51862 1938

DORAL B2G1F / DECEMBER VAP #501763									
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #/GM B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #/12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
<u>R. WESTENBERGER</u>									
1623	160600	DONAHUE TOBACCO ✓	28	8 ✓	4	\$168	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	194040	FINKLE DIST INC ✓	133	28 36 ✓	8	\$420 476	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	356150	LAVIN CANDY CO. ✓	20	8 ✓	4	\$168	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	431520	MOHAWK ✓	10	4 ✓	4	\$140	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	647510	TRADING PORT ✓	12	4 ✓	0	\$28	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	611800	STANDARD ROSENBAUM ✓	119	32 ✓	8	\$448	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	619822	WUSTEFELD ✓	10	4 ✓	0	\$28	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A

COMPLETED

FAX THIS FORM TO JUDY WHEN PROMOTION HAS BEEN SHIPPED TO RETAIL (PACKING PAYMENTS WILL THEN BE ISSUED)

12/15

DORAL B2G1F//DECEMBER VAP #501763									
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #/6M B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #/12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
C. ALESSANDRA									
1626	154180	DERIGO SALES	85	24	4 ✓	\$280	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y) N	N/A
1626	336660	E.P. KIRST & SONS	54	16	4 ✓	\$224	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y) N	N/A
1626	655440	TZETZO BROS.	74	20	4 ✓	\$252	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y) N	PO # HAS BEEN REQUESTED
1626	081120	BUFFALO TOBACCO PROD	25	8	4 ✓	\$168	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y) N	N/A

COMPLETED

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DORAL B2G1F / DECEMBER VAP #501763									
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #/6M B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #/12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
<u>R. TANCHYK</u>									
1638	091800	CAPITAL CANDY ✓	60	16 ✓	4	\$224	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	315288	DOWLINGS INC. ✓	97	28 ✓	8	\$420	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	RT TO PROVIDE PO #
1623	211050	J. GALANES ✓	9	4 ✓	0	\$28	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	278590	HERKIMER (DBA LOBELLS) ✓	48	16 ✓	4	\$224	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1638	281200	HIBBERT & MCGEE INC ✓	43	12 ✓	4	\$196	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	335710	KINGSTON CANDY ✓	27	8 ✓	4	\$168	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1623	442680	MOUNTAIN CANDY ✓	80	24 ✓	4	\$280	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1638	204600	SAM FRANK ✓	40	12 ✓	4	\$196	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A

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DORAL B2G1F / DECEMBER VAP #501763									
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #/GM B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #/12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
<u>K. MYERS</u>									
1622	468800	NORTH COUNTRY (Handled by S/Rep 162201)	23	0	0	\$0	NOT INCLUDED THIS PROMOTION	N/A	N/A
1622	447000	MUTUAL WHOLESALE ✓	46	16 ✓	4	\$224	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A
1622	236370	GRAYS WHOLESALE	33	0	0	\$0	NOT INCLUDED THIS PROMOTION	N/A	N/A

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DORAL B2G1F / DECEMBER VAP #501763									
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #/GM B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #/12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
H. BATTLE									
1622	094931	MID-VALLEY ✓	27	8 ✓	4 ✓	\$168	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1622	332400	KEYCO ✓	15	4 ✓	0 ✓	\$28	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1622	332880	KEY STORES ✓	15	4 ✓	0 ✓	\$28	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1622	162800	N. DRESSLER / KLEIN ✓	210	56 ✓	12 ✓	\$728	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A

COMPLETED

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		DORAL B2G1F / DECEMBER VAP #501763							
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #/SM B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #/12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
S. SCHWALM									
1626	529150	EAST PITTSTON ✓	20	8 ✓	4	\$168	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1622	332520	KEYSTONE TOBACCO ✓	9	4 ✓	0	\$28	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	N/A
1622	278580	HERKIMER WHOLE CO. ✓	219	60 ✓	28	\$1,204	<input type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	PO # HAS BEEN RECEIVED
1622	533288	JONES MCINTOSH INC	95	0	0	\$0	NOT INCLUDED THIS PROMOTION	N/A	N/A
1622	570300	SCHEIDELMAN, INC	72	0	0	\$0	NOT INCLUDED THIS PROMOTION	N/A	N/A

COMPLETED

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DORAL B2G1F / DECEMBER VAP #501763									
DIV	SIS#	ACCOUNT NAME	#/ RETAIL ACCOUNTS ON VAP	TOTAL #/GM B1G1F DORAL FF/ FF100/ LT/ LT100	TOTAL #/12M LIVE DORAL FF/ FF100/ LT/ LT100	PACKING PAYMENT (\$28)	CHECK (X) WHERE PAYMENT SHOULD BE SENT	SHIP DATE TO VAP RETAIL ACCTS: 12/11/95	ADDITIONAL ORDERING INFORMATION NEEDED (PO#s, etc.)
<u>B. COOK</u>									
1622	482000	P & C	58	16	0	\$0	NO PYMENT: B1G1F	N/A	PO # _____
1622	375878	McLANE NORTHEAST	1009	244	60	* \$3,388	___MGR/ ___ACCT	SHIPPED: (Y / N)	N/A

*Bruce
* Note revised
Amt.*

COMPLETED

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